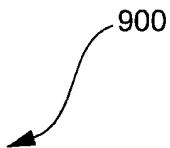


Fig. 1
prior art


 900

	A	B	C	D	E
1	Present savings arrangement				
2	annual salary	\$150,000.00	Funds available for retirement		
3	salary increment	3.00%	\$351,649		
4	superannuation contrib	9.00%			
5	investment yield	5.00%			
6	year	salary	super. Contrib. (P > P.S. Fund)	funds available for investment	annual return from investment
7		1	\$150,000.00	\$13,500.00	\$675.00
8		2	\$154,500.00	\$13,905.00	\$1,404.00
9		3	\$159,135.00	\$14,322.15	\$2,190.31
10		4	\$163,909.05	\$14,751.81	\$3,037.41
11		5	\$168,826.32	\$15,194.37	\$3,949.00
12		6	\$173,891.11	\$15,650.20	\$4,928.96
13		7	\$179,107.84	\$16,119.71	\$5,981.40
14		8	\$184,481.08	\$16,603.30	\$7,110.63
15		9	\$190,015.51	\$17,101.40	\$8,321.23
16		10	\$195,715.98	\$17,614.44	\$9,618.02
17		11	\$201,587.46	\$18,142.87	\$11,006.06
18		12	\$207,635.08	\$18,687.16	\$12,490.72
19		13	\$213,864.13	\$19,247.77	\$14,077.65
20		14	\$220,280.06	\$19,825.21	\$15,772.79
21		15	\$226,888.46	\$20,419.96	\$351,648.51

 Fig. 2
 prior art

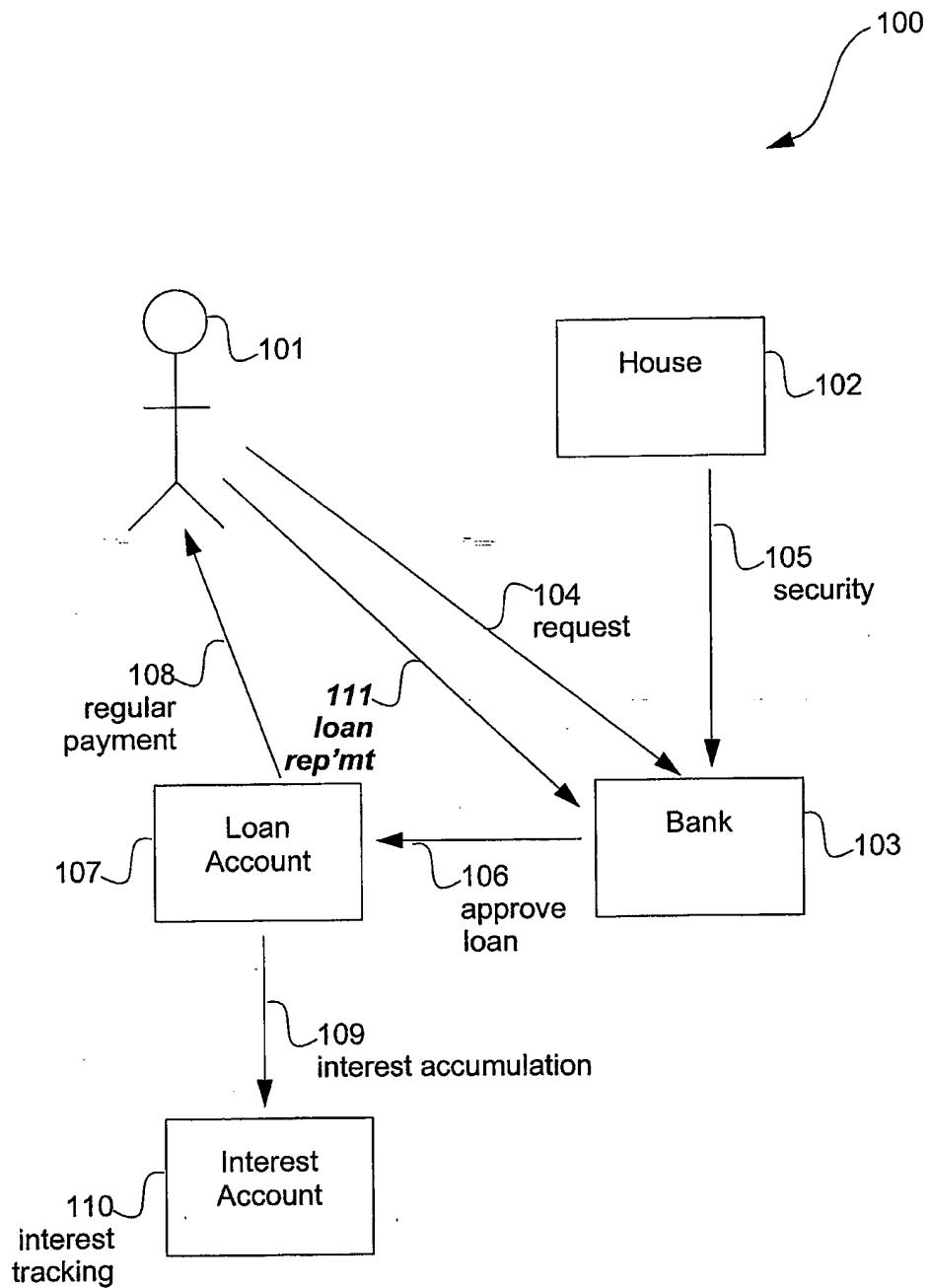


Fig. 3
prior art

4/22

200

A	B	C	D	E	F
1 Reverse Mortgage Arrangement					
2 value of property	\$1,000,000.00	Amount to be repaid (Retiree > bank) after 15 yrs			
3 amount of loan	\$450,000.00	\$955,899.24			
4 interest	8.95%				
5 loan term	15				
6 annual payment	\$30,000.00				
7 home value increase rate	3.10%				
8 year	payment	capital owed	interest owed	total owed	home value
9	1	\$30,000.00	\$30,000.00	\$32,685.00	\$1,000,000.00
10	2	\$30,000.00	\$60,000.00	\$55,610.31	\$68,295.31
11	3	\$30,000.00	\$90,000.00	\$8,797.43	\$107,092.74
12	4	\$30,000.00	\$120,000.00	\$12,269.80	\$149,362.54
13	5	\$30,000.00	\$150,000.00	\$16,052.95	\$195,415.48
14	6	\$30,000.00	\$180,000.00	\$20,174.69	\$245,590.17
15	7	\$30,000.00	\$210,000.00	\$24,665.32	\$300,255.49
16	8	\$30,000.00	\$240,000.00	\$29,557.87	\$359,813.36
17	9	\$30,000.00	\$270,000.00	\$34,888.30	\$424,701.65
18	10	\$30,000.00	\$300,000.00	\$40,695.80	\$495,397.45
19	11	\$30,000.00	\$330,000.00	\$47,023.07	\$572,420.52
20	12	\$30,000.00	\$360,000.00	\$53,916.64	\$656,337.16
21	13	\$30,000.00	\$390,000.00	\$61,427.18	\$747,764.33
22	14	\$30,000.00	\$420,000.00	\$69,609.91	\$847,374.24
23	15	\$30,000.00	\$450,000.00	\$78,524.99	\$955,899.24

Fig. 4
prior art

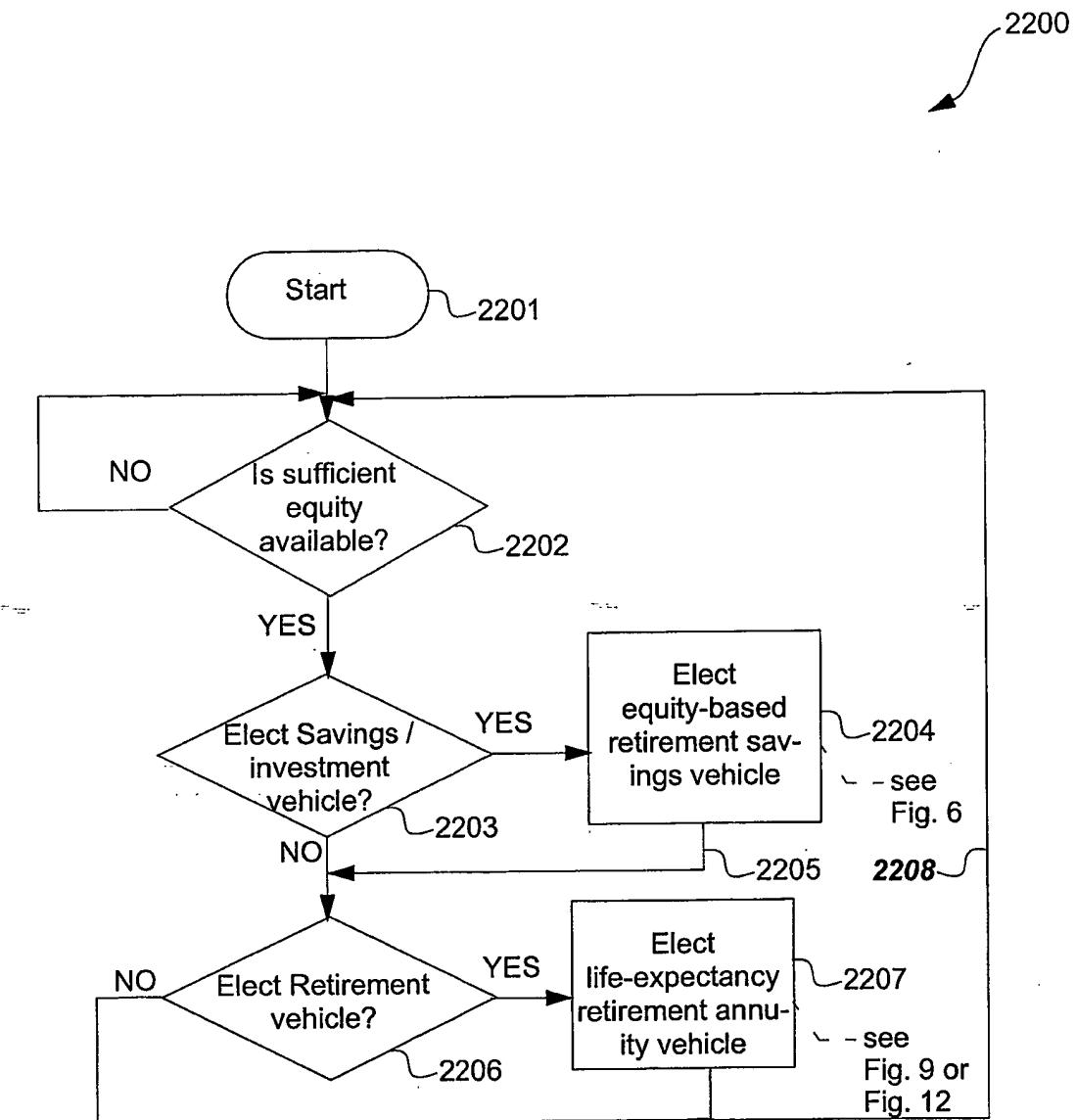


Fig. 5

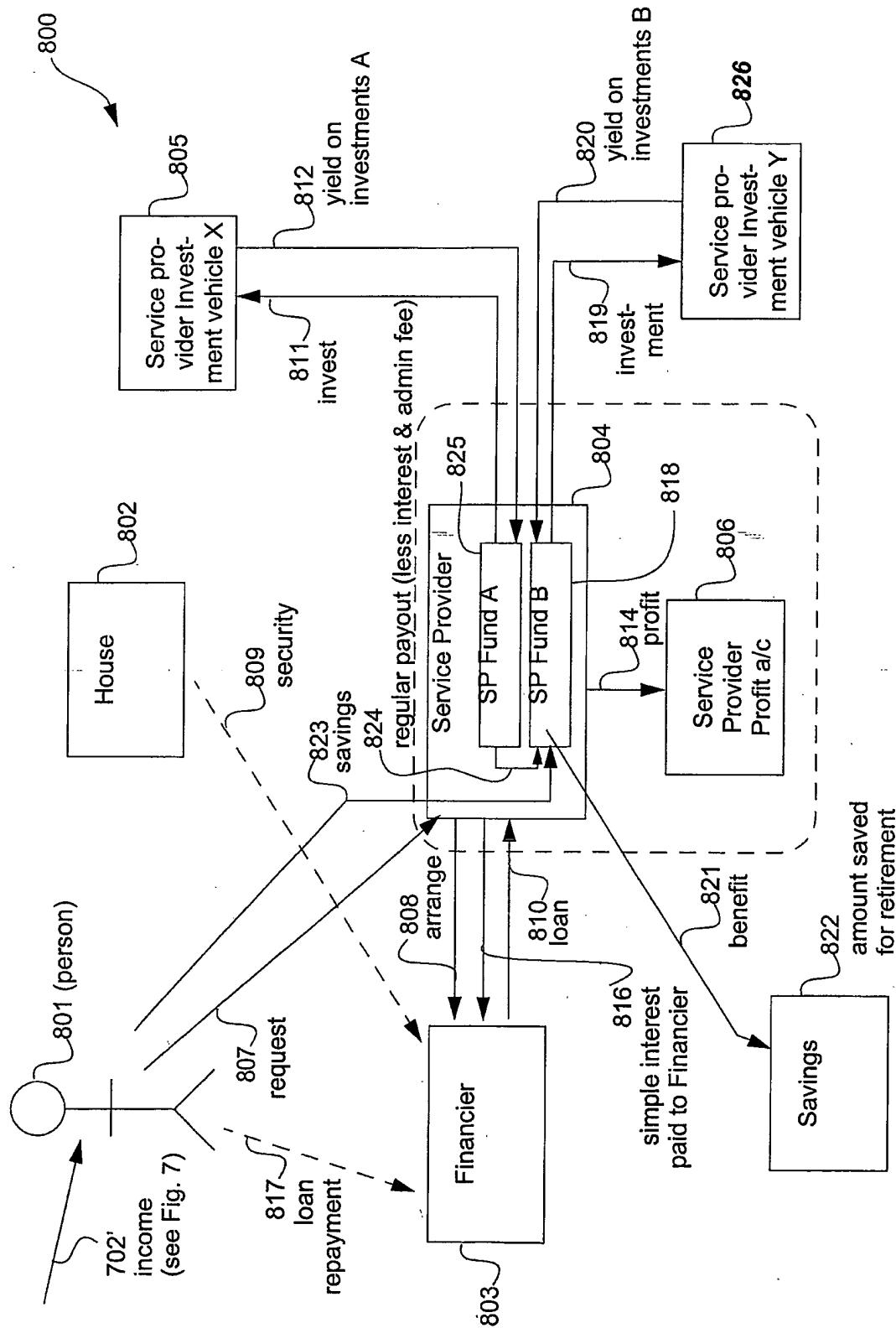


Fig. 6

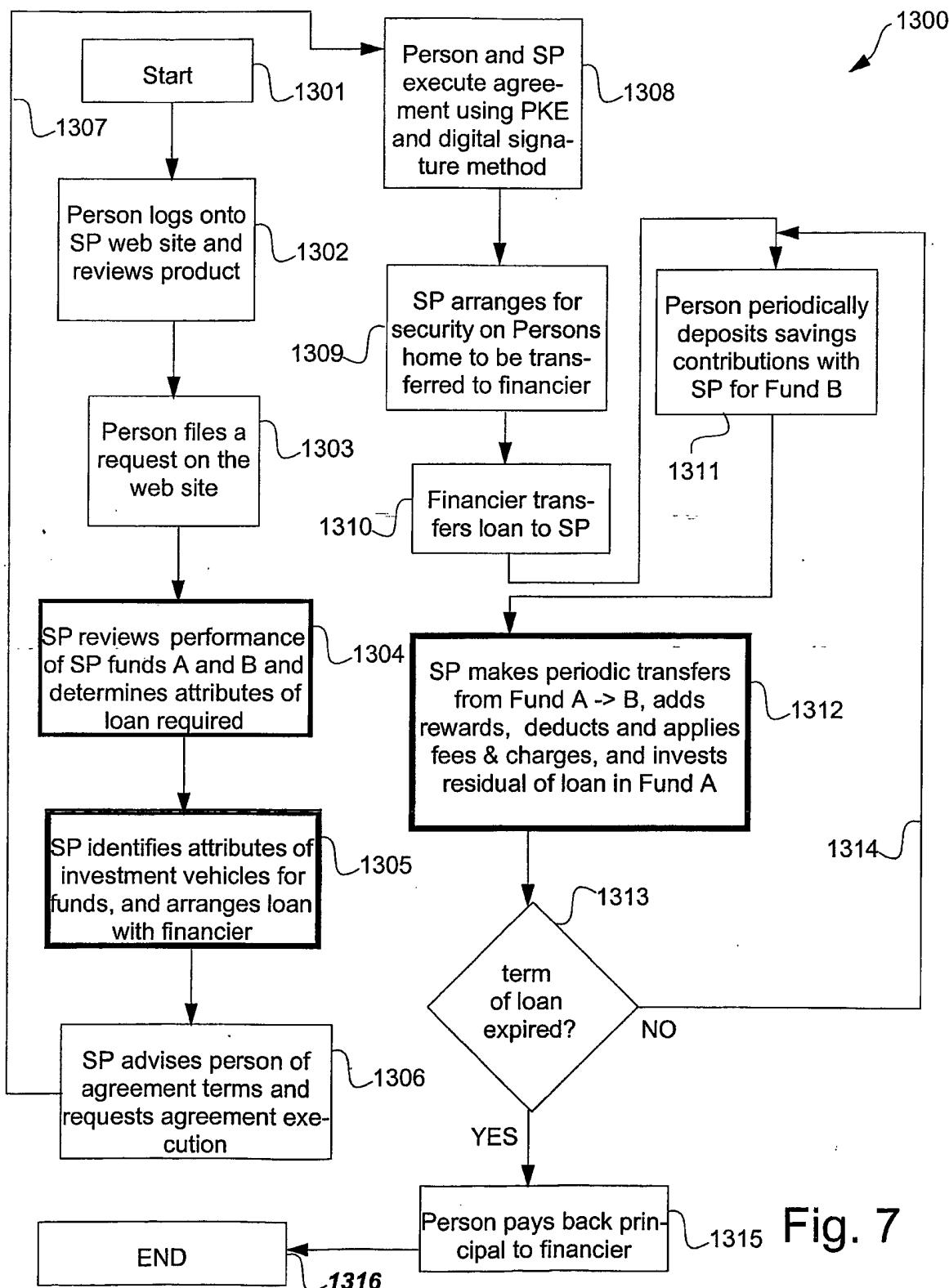


Fig. 7

-1000

	A	B	C	D	E	F	G	H	I	J	K	L	M
1 Retirement savings arrangement													
2 equity in property													
3 amount of loan (financier \rightarrow SP)													
4 simple interest (SP \rightarrow financier)													
5 simple interest (P \rightarrow SP)													
6 loan term													
7 annual payout (SP \rightarrow SP Fund B)													
8 admin charge (Retiree \rightarrow SP)													
9 annual salary (PA)													
10 salary increment (PA)													
11 Superannuation contribution													
12 Investment yield on SP Fund A													
13 Investment yield on SP Fund B													
14 home value increase rate													
15 balance of SP Fund B available at term year													
16	year	annual savings (super)	Gross annual Contribution (P -> S.P. Fund B)	Annual payout (SP fund A -> SP)	Annual interest (P -> SP)	Annual admin fee (P -> SP)	Net annual Loan payout (SP fund A -> SP fund B)	SP Fund B available for Investment	Annual return from SP Fund A > financier	SP Fund A available for investment (SP	Annual return from SP Fund A	Annual return from SP Fund A	Home market value
17	1	\$150,000.00	\$13,500.00	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$27,007.50	\$1,350.38	\$11,250.00	\$20,242.50	\$17,921.70	\$50,000.00
18	2	\$154,500.00	\$13,905.00	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$27,007.50	\$12,788.52	\$11,250.00	\$20,406.70	\$17,309.90	\$545,500.00
19	3	\$159,135.00	\$14,322.15	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$27,007.50	\$13,507.50	\$11,250.00	\$19,406.70	\$17,921.70	\$531,480.50
20	4	\$163,909.05	\$14,751.81	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$14,319.43	\$11,250.00	\$18,589.10	\$16,643.34	\$531,480.50
21	5	\$168,825.32	\$15,194.37	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$15,948.36	\$11,250.00	\$17,784.94	\$15,917.12	\$547,956.40
22	6	\$173,891.11	\$15,650.20	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$17,680.89	\$11,250.00	\$169,004.57	\$15,125.91	\$564,943.04
23	7	\$179,107.84	\$16,119.71	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$19,456.09	\$11,250.00	\$159,312.97	\$14,263.88	\$582,456.28
24	8	\$184,481.08	\$16,603.30	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$14,801.31	\$11,250.00	\$148,879.36	\$13,324.70	\$600,512.42
25	9	\$190,015.51	\$17,101.40	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$15,559.86	\$11,250.00	\$137,446.56	\$12,301.47	\$619,128.31
26	10	\$195,715.88	\$17,614.44	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$15,768.30	\$11,250.00	\$124,990.53	\$11,186.65	\$638,321.29
27	11	\$201,587.46	\$18,142.87	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$18,128.81	\$11,250.00	\$111,419.68	\$9,972.06	\$658,109.25
28	12	\$207,635.08	\$18,697.17	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$20,600.97	\$11,250.00	\$96,634.24	\$8,648.76	\$678,510.62
29	13	\$213,864.13	\$19,247.77	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$23,240.75	\$11,250.00	\$80,525.50	\$7,207.03	\$699,544.46
30	14	\$220,280.06	\$19,825.21	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$26,040.55	\$11,250.00	\$63,975.80	\$5,636.27	\$712,430.34
31	15	\$226,888.46	\$20,419.96	\$15,000.00	\$1,342.50	\$1,342.50	\$13,507.50	\$11,250.00	\$29,093.21	\$11,250.00	\$63,588.72	\$3,924.92	\$726,639.72

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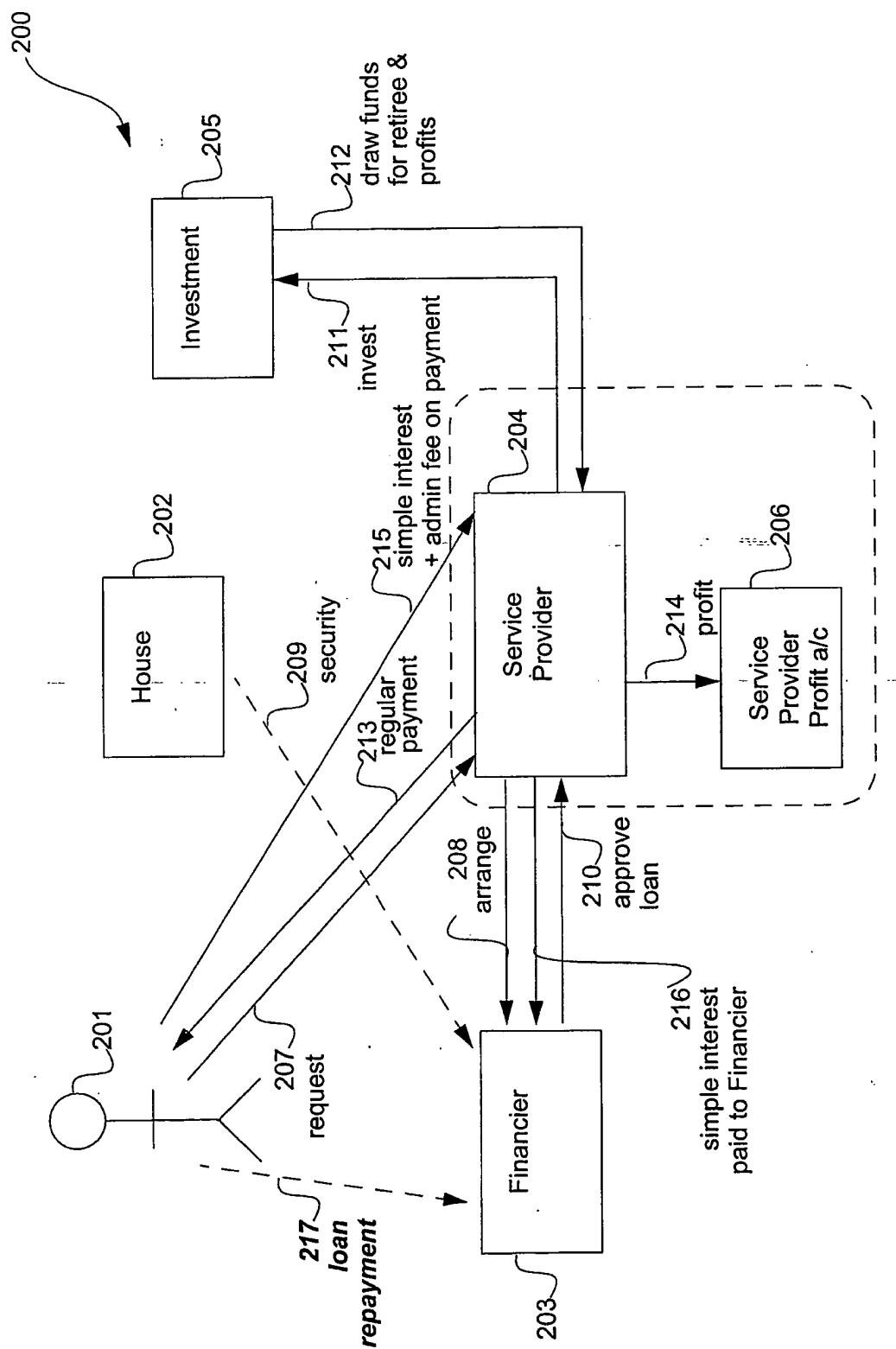


Fig. 9

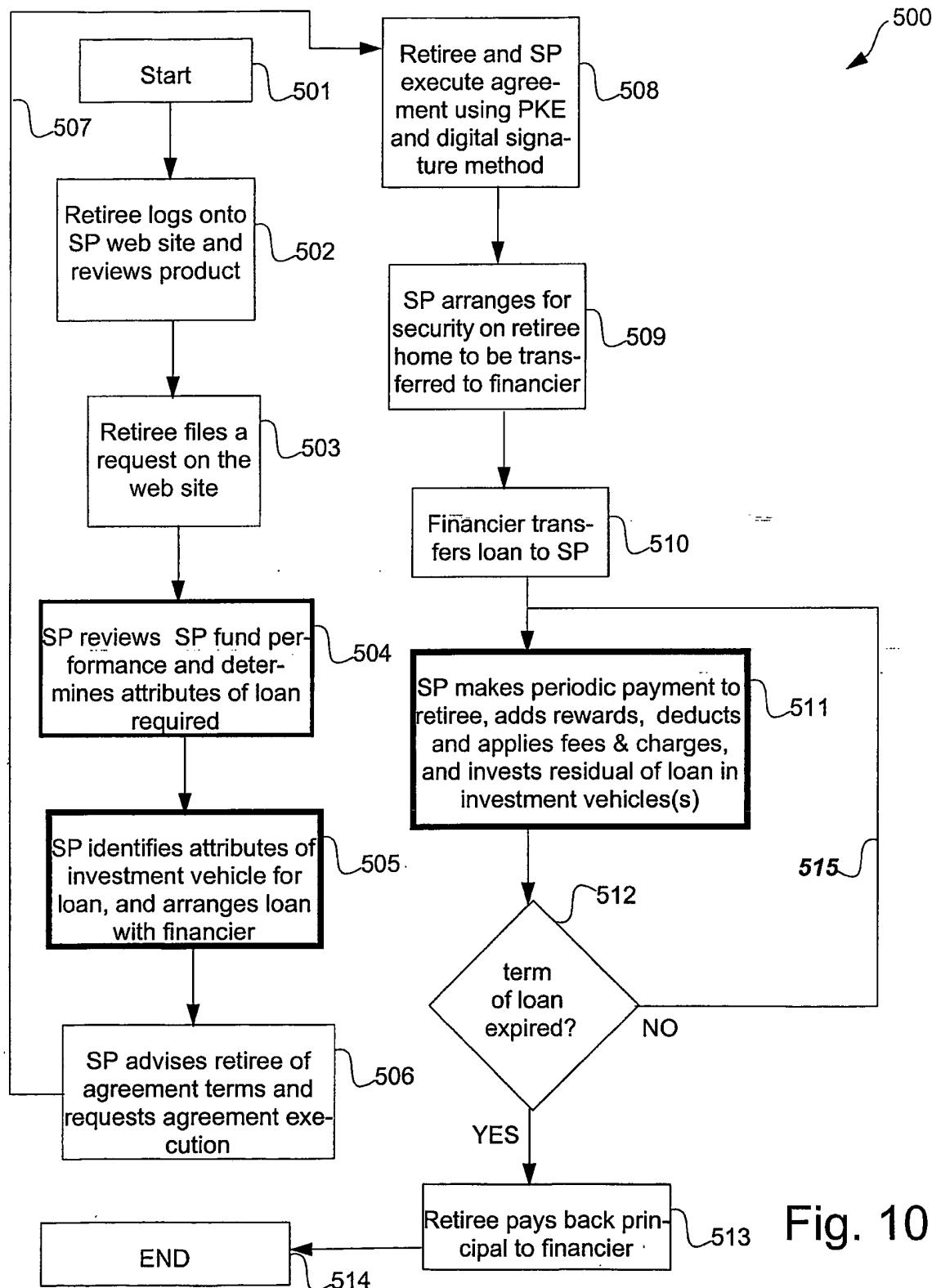


Fig. 10

11/22

500

	A	B	C	D	E	F	G	H
1	Retirement Annuity Arrangement							
2	value of property	\$1,000,000.00	Retiree annual payments + loan repayment after 15 yrs (Retiree > Financier)					
3	amount of loan	\$450,000.00	\$495,274.66					
4	Interest (SP > Financier)	4.67%						
5	Interest (Retiree > SP)	8.95%						
6	Interest (Money Market > SP)	8.95%						
7	admin charge (Retiree > SP)	0.20%						
8	loan term (term)	15						
9	annual payment	\$32,987.00						
10	year	annual payment: SP > Retiree	annual interest: Retiree > SP	annual admin charge: Retiree > SP	annual net payment: SP > Retiree	annual interest: SP > Financier	SP Funds in Money Market	annual interest: Money Market > SP
11	1	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$398,950.34	\$35,706.06
12	2	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$383,606.73	\$34,532.80
13	3	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$366,889.87	\$32,836.64
14	4	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$348,676.85	\$31,206.58
15	5	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$328,833.76	\$29,430.62
16	6	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$307,214.72	\$27,495.72
17	7	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$283,660.77	\$25,387.64
18	8	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$257,998.75	\$23,090.89
19	9	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$230,039.97	\$20,588.58
20	10	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$199,578.89	\$17,862.31
21	11	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$166,391.53	\$14,892.04
22	12	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$130,233.91	\$11,655.94
23	13	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$90,840.18	\$8,130.20
24	14	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$47,920.72	\$4,288.90
25	15	\$32,987.00	\$2,952.34	\$65.97	\$29,968.69	\$21,015.00	\$1,159.96	\$103.82

Fig. 11

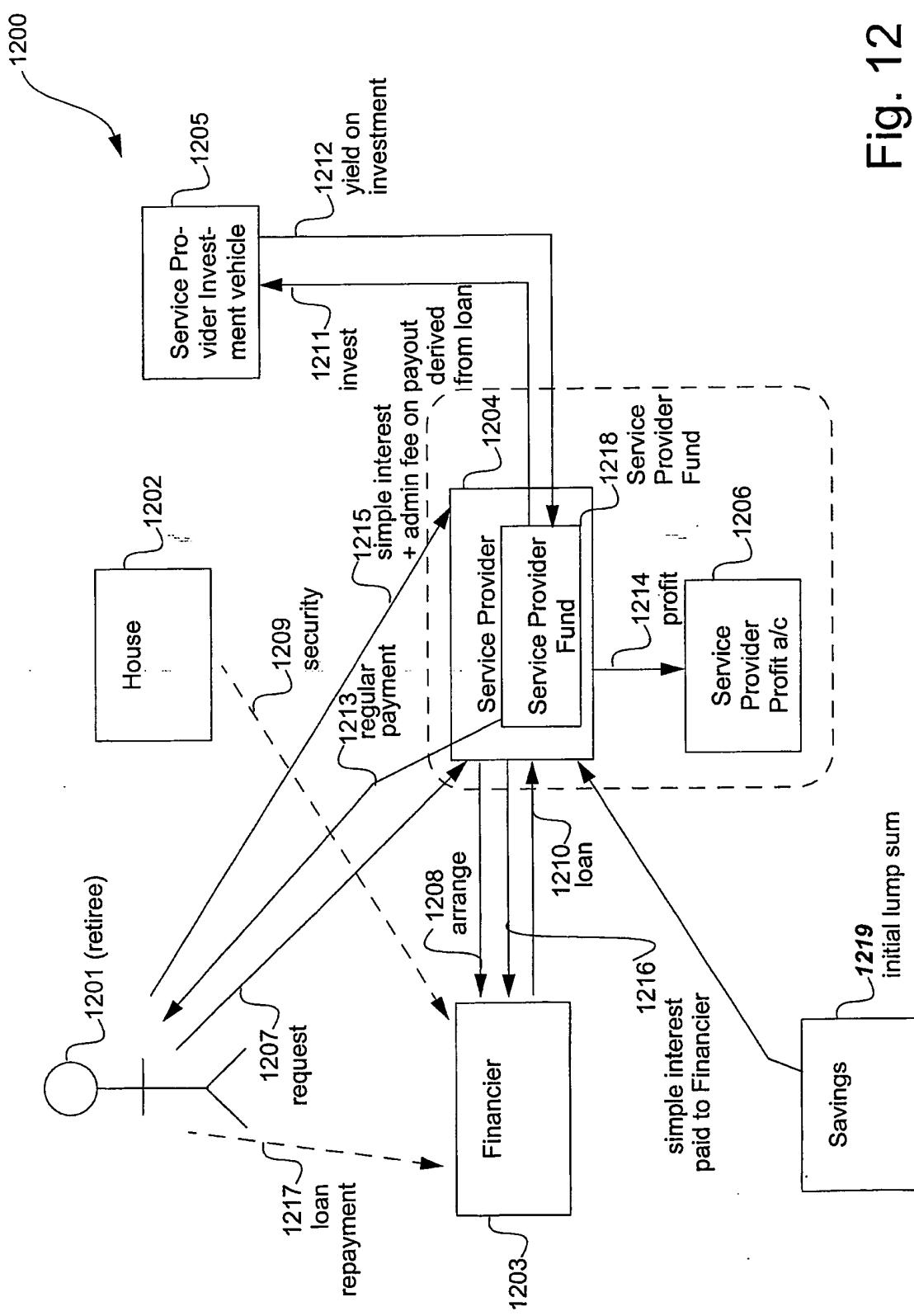
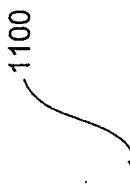


Fig. 12

13/22

1100



	A	B	C	D	E	F	G	H	I	J
1	Retirement Annuity Arrangement									
2	value of property	\$1,000,000.00								
3	amount of loan	\$450,000.00	Retiree annual payments + loan repayment after 15 yrs (Retiree > Financier)							
4	initial lump sum	\$418,120.96	\$406,543.66							
5	Interest (SP -> Financier)	4.67%								
6	Interest on loan payouts (Retiree -> SP)	8.95%								
7	Interest on lump sum payouts (Retiree -> SP)	0.00%								
8	Interest (Money Market -> SP)	8.95%								
9	admin charge (Retiree -> SP)	0.20%								
10	loan term (term)	15								
11	annual payout from loan (SP -> R)	\$32,987.00								
12	annual payout from lump sum (SP -> R)	\$42,360.00								
13	year		annual payment: SP -> Retiree	annual interest on loan component: Retiree -> SP	total annual interest on lump sum component: Retiree -> SP	annual admin charge: Retiree -> SP	annual net payment: SP -> Retiree	SP Funds in Money Market	annual interest: SP -> Financier	annual interest: Money Market -> SP
14	1	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$774,771.30	\$69,342.03
15	2	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$750,763.67	\$67,193.35
16	3	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$724,607.35	\$64,952.36
17	4	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$696,110.05	\$62,301.85
18	5	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$665,062.23	\$59,523.07
19	6	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$631,235.64	\$56,495.59
20	7	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$594,381.56	\$53,197.15
21	8	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$554,229.05	\$49,603.50
22	9	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$510,482.89	\$45,688.22
23	10	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$462,821.44	\$41,422.52
24	11	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$410,894.30	\$36,775.04
25	12	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$354,319.67	\$31,711.61
26	13	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$292,681.62	\$26,195.01
27	14	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$225,526.96	\$20,184.66
28	15	\$75,287.00	\$2,952.34	\$0.00	\$2,952.34	\$150.57	\$72,184.09	\$21,015.00	\$152,361.96	\$13,636.40

Fig. 13

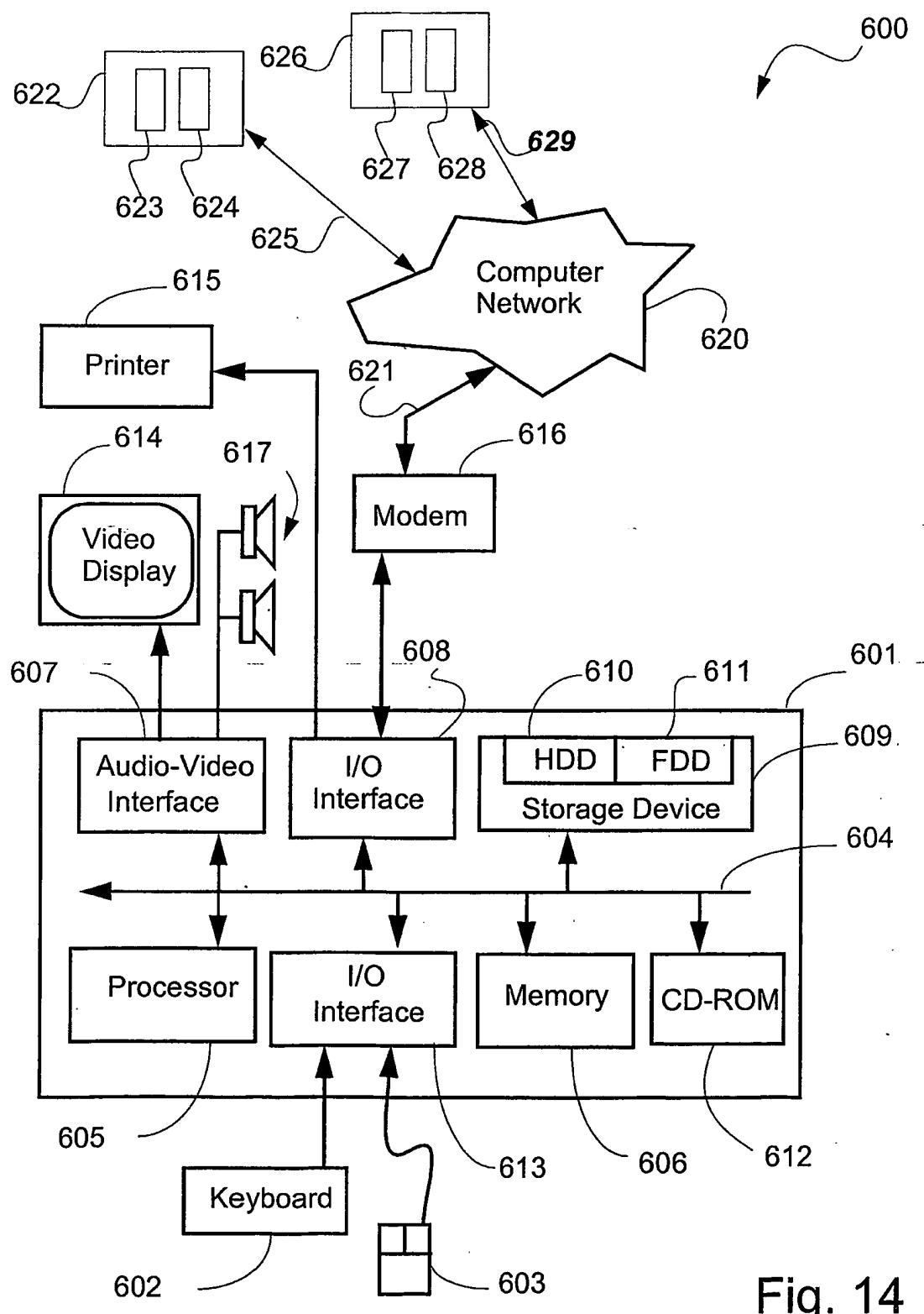


Fig. 14

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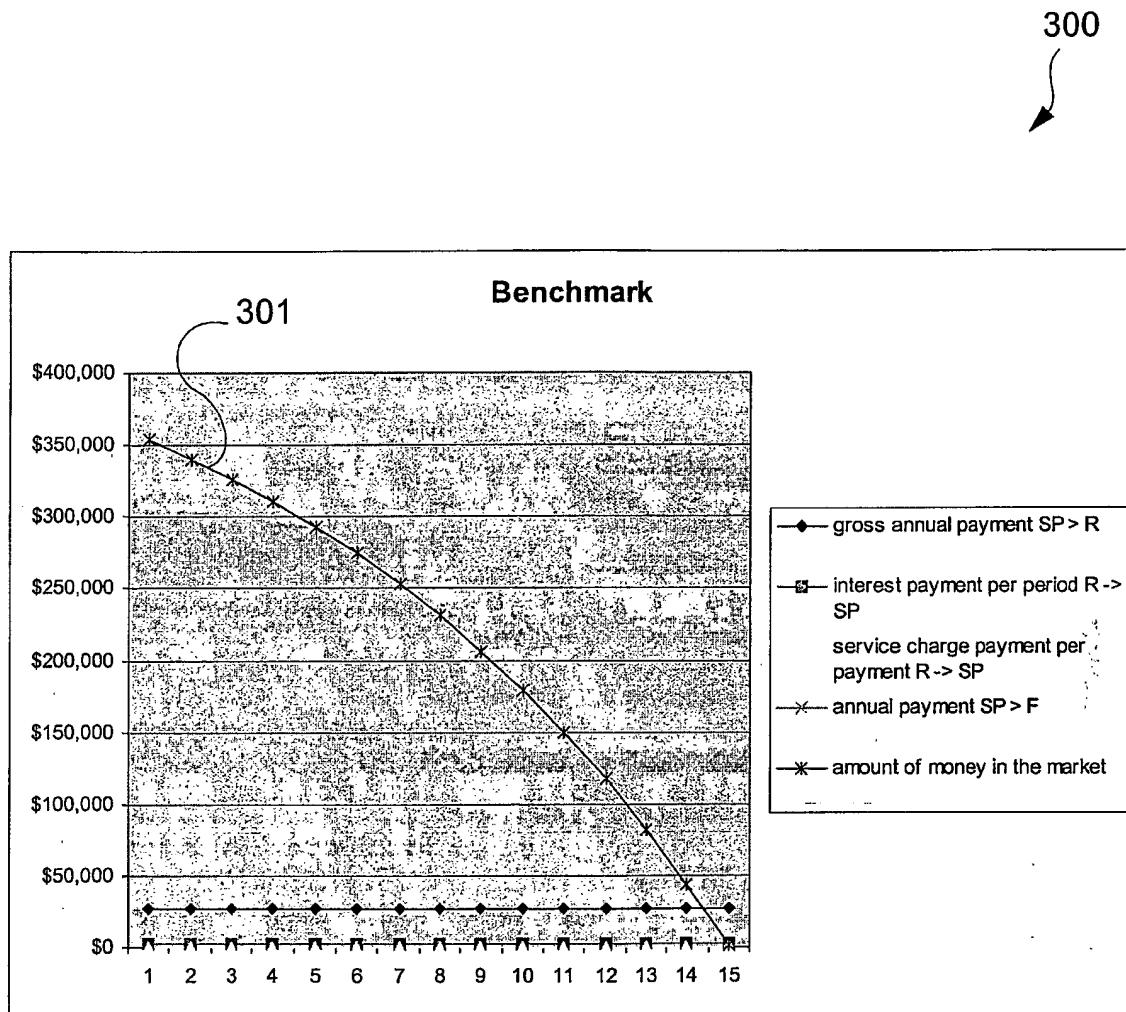
	A	B	C	D	E	F	G
1	INPUTS			OUTPUTS			
2	value of house	\$1,000,000		maximum loan amount	\$400,000	extra cost incurred (Scenario 1)	\$180,994
3	maximum loan proportion	40.00%		gross annual payment SP > R	\$26,666.67	loan to be repaid at end of term (Scenario 1)	\$580,994
4	interest rate R->SP	8.50%		interest payment per period R-> SP	\$2,266.67	loan to be repaid at end of term (Scenario 1)	\$356,877
5	service charge R->SP	2.00%		service charge payment per payment R-> SP	\$533.33		
6	interest rate SP-> financier	5.50%		total retiree outgoings per annum	\$2,800.00		
7	loan term	15		net annual payment to retiree SP > R	\$23,866.67		
8	market yield threshold	9.40%		annual payment SP > F	\$22,000.00		

Fig. 15

200
↓

A	B	C	D	E	F	G	
9	BENCHMARK						
10	year	gross annual payment SP > R	interest payment per period R -> SP	service charge payment per payment R -> SP	annual payment SP > F	amount of money in the market	earnings on money in market
11	1	\$26,667	\$2,267	\$533	\$22,000	\$353,600	\$33,238
12	2	\$26,667	\$2,267	\$533	\$22,000	\$340,438	\$32,001
13	3	\$26,667	\$2,267	\$533	\$22,000	\$326,040	\$30,648
14	4	\$26,667	\$2,267	\$533	\$22,000	\$310,287	\$29,167
15	5	\$26,667	\$2,267	\$533	\$22,000	\$293,054	\$27,547
16	6	\$26,667	\$2,267	\$533	\$22,000	\$274,201	\$25,775
17	7	\$26,667	\$2,267	\$533	\$22,000	\$253,576	\$23,836
18	8	\$26,667	\$2,267	\$533	\$22,000	\$231,013	\$21,715
19	9	\$26,667	\$2,267	\$533	\$22,000	\$206,328	\$19,395
20	10	\$26,667	\$2,267	\$533	\$22,000	\$179,323	\$16,856
21	11	\$26,667	\$2,267	\$533	\$22,000	\$149,779	\$14,079
22	12	\$26,667	\$2,267	\$533	\$22,000	\$117,458	\$11,041
23	13	\$26,667	\$2,267	\$533	\$22,000	\$82,099	\$7,717
24	14	\$26,667	\$2,267	\$533	\$22,000	\$43,416	\$4,081
25	15	\$26,667	\$2,267	\$533	\$22,000	\$1,098	\$103

Fig. 16



302

	D	E
2	maximum loan amount	\$400,000

Fig. 17

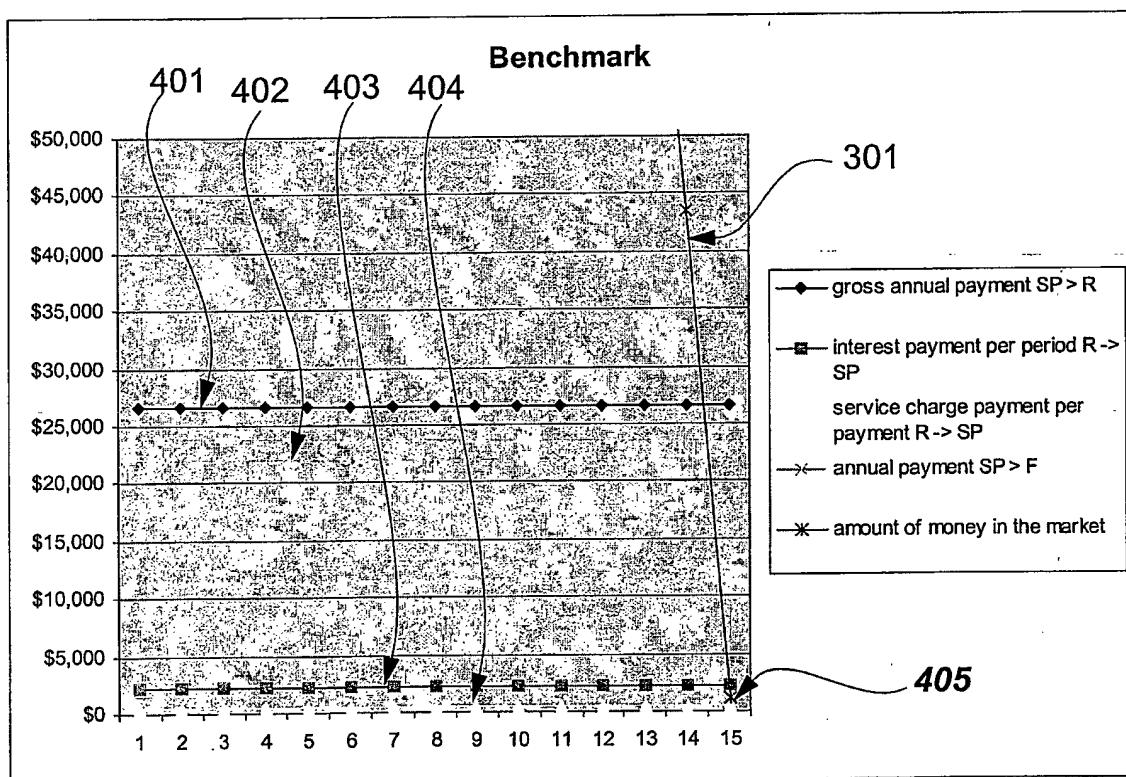
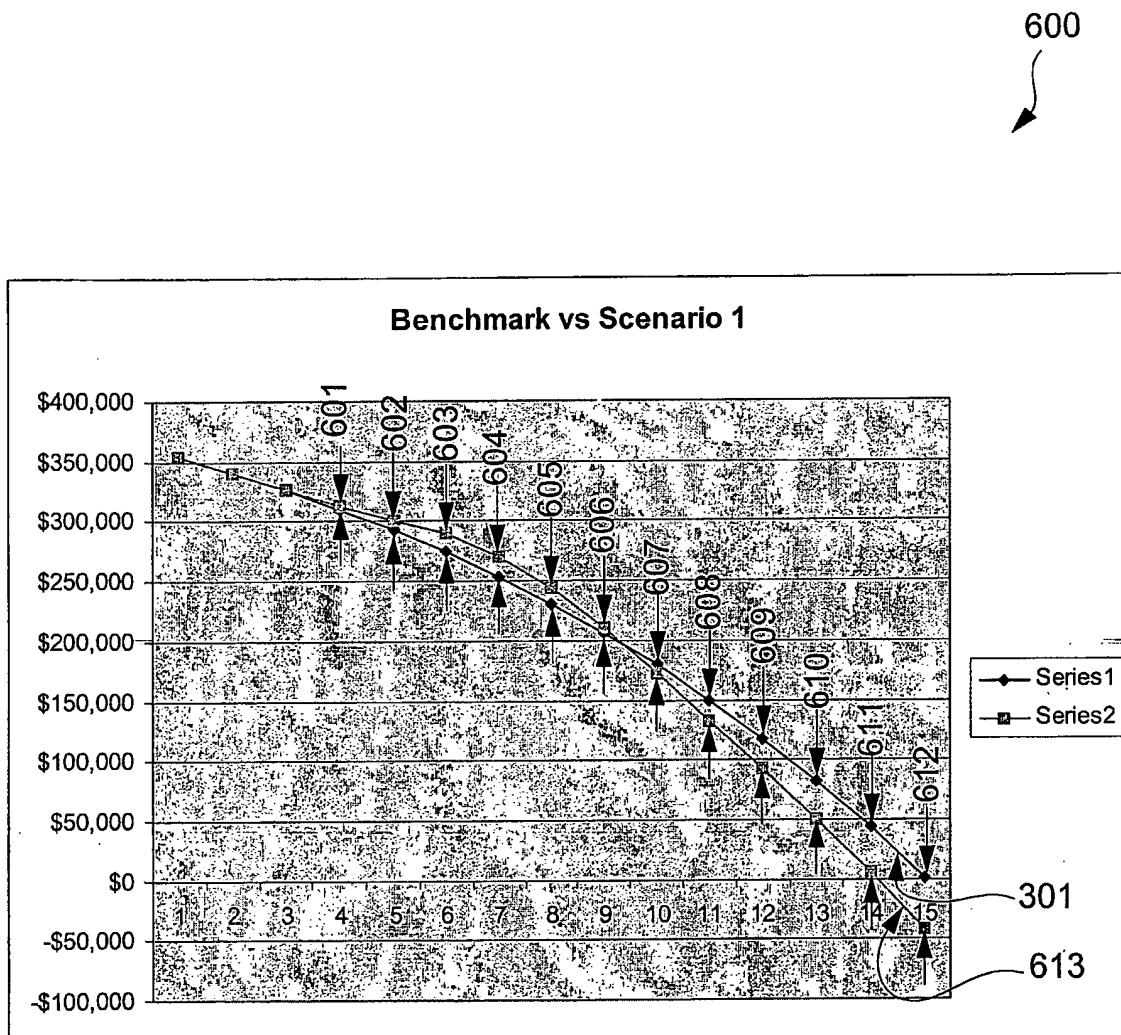


Fig. 18

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	H	I	J	K	L	M
9	SCENARIO 1					
10	market yield	amount of money in the market	earnings on money in market	deviation from benchmark	additional loan needed	capitalised interest on each additional loan
11	9.40%	\$353,600	\$33,238	\$0		
12	9.40%	\$340,438	\$32,001	\$0		
13	10.00%	\$326,040	\$32,604	\$0		
14	11.00%	\$312,244	\$34,347	\$1,956		
15	12.00%	\$300,190	\$36,023	\$7,136		
16	9.00%	\$289,813	\$26,083	\$15,612		
17	8.00%	\$269,496	\$21,560	\$15,920		
18	5.00%	\$244,656	\$12,233	\$13,644		
19	4.00%	\$210,489	\$8,420	\$4,161		
20	4.00%	\$172,508	\$6,900	-\$6,814	\$6,814	\$1,635
21	4.00%	\$133,009	\$5,320	-\$16,770	\$16,770	\$3,354
22	4.00%	\$91,929	\$3,677	-\$25,529	\$25,529	\$4,085
23	4.00%	\$49,206	\$1,968	-\$32,893	\$32,893	\$3,947
24	4.00%	\$4,775	\$191	-\$38,642	\$38,642	\$3,091
25	4.00%	-\$41,434	-\$1,657	-\$42,532	\$42,532	\$1,701
26						

Fig. 19



	F	G
	loan to be repaid at end of term	\$580,994
3	(Scenario 1)	

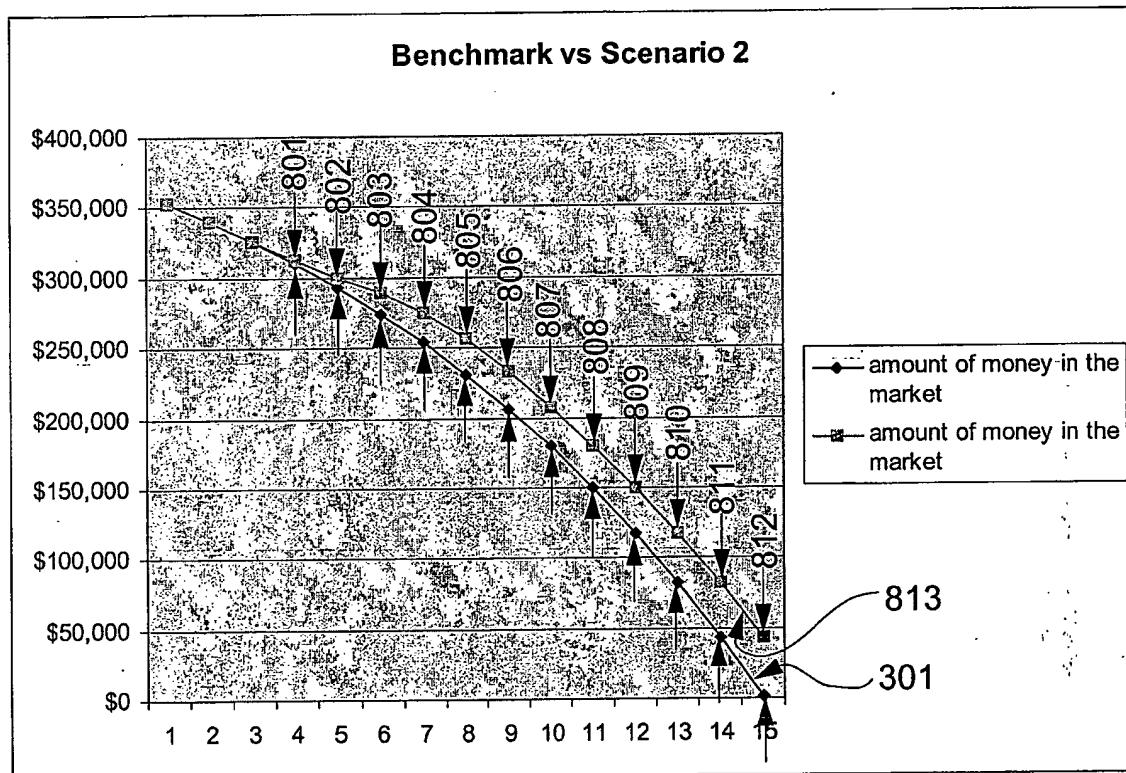
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Fig. 20

700

	N	O	P	Q	R	S
9	SCENARIO 2					
10	market yield	amount of money in the market	earnings on money in market	deviation from benchmark	additional loan needed	capitalised interest on additional loans
11	9.40%	\$353,600	\$33,238	\$0		
12	9.40%	\$340,438	\$32,001	\$0		
13	10.00%	\$326,040	\$32,604	\$0		
14	11.00%	\$312,244	\$34,347	\$1,956		
15	12.00%	\$300,190	\$36,023	\$7,136		
16	11.00%	\$289,813	\$31,879	\$15,612		
17	10.00%	\$275,293	\$27,529	\$21,716		
18	9.00%	\$256,422	\$23,078	\$25,409		
19	9.00%	\$233,100	\$20,979	\$26,772		
20	9.00%	\$207,679	\$18,691	\$28,356		
21	9.00%	\$179,970	\$16,197	\$30,191		
22	9.00%	\$149,767	\$13,479	\$32,309		
23	10.00%	\$116,846	\$11,685	\$34,747		
24	9.00%	\$82,131	\$7,392	\$38,715		
25	10.00%	\$43,123	\$4,312	\$42,025		

Fig. 21



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	F	G
4	loan to be repaid at end of term (Scenario 1)	\$356,877

Fig. 22